INDEX TO VOLUME 28 OF *JOURNAL OF PERSONAL SELLING & SALES MANAGEMENT*

Agnihotri, Raj. *See* Rapp, Adam.

Albers, Sönke. *See* Mantrala, Murali K.

Albers, Sönke. *See* Skiera, Bernd.

Amyx, Douglas, Shahid Bhuian, Dheeraj Sharma, and Katherine E. Loveland (2008), "Salesperson Corporate Ethical Values (SCEV) Scale: Development and Assessment Among Salespeople," *Journal of Personal Selling & Sales Management,* 28, 4 (Fall), 387–401.

Anderson, Erin. *See* Vinhas, Alberto Sa.

Avlonitis, George J. *See* Panagopoulos, Nikolaos G.

Badrinarayanan, Vishag, and Sreedhar Madhavaram (2008), "Workplace Spirituality and the Selling Organization: A Conceptual Framework and Research Propositions," *Journal of Personal Selling & Sales Management,* 28, 4 (Fall), 421–434.

Barber, Clifford S., and Brian C. Tietje (2008), "A Research Agenda for Value Stream Mapping the Sales Process," *Journal of Personal Selling & Sales Management,* 28, 2 (Spring), 155–165.

Bascoul, Ganaël. *See* Moutot, Jean-Michel.

Bellenger, Danny. *See* Wood, John Andy.

Bhuian, Shahid. *See* Amyx, Douglas.

Bolander, Willy. *See* Fu, Frank Q.

Boles, James S. *See* Wood, John Andy.

Carter, Robert E., Andrea L. Dixon, and William C. Moncrief (2008), "The Complexities of Sales and Sales Management Research: A Historical Analysis from 1990 to 2005," *Journal of Personal Selling & Sales Management,* 28, 4 (Fall), 403–419.

Claycomb, Cindy. *See* Porter, Stephen S.

Darmon, René Y. (2008), "The Concept of Salesperson Replacement Value: A Sales Force Turnover Management Tool," *Journal of Personal Selling & Sales Management,* 28, 3 (Summer), 211–232.

Deeter-Schmelz, Dawn R., Daniel J. Goebel, and Karen Norman Kennedy (2008), "What Are the Characteristics of an Effective Sales Manager? An Exploratory Study Comparing Salesperson and Sales Manager Perspectives," *Journal of Personal Selling & Sales Management,* 28, 1 (Winter), 7–20.

Dixon, Andrea L. *See* Carter, Robert E.

Forbes, Lukas P. *See* Rapp, Adam.

Fu, Frank Q., Eli Jones, and Willy Bolander (2008), "Product Innovativeness, Customer Newness, and New Product Performance: A Time-Lagged Examination of the Impact of Salesperson Selling Intentions on New Product Performance," *Journal of Personal Selling & Sales Management,* 28, 4 (Fall), 351–364.

Goebel, Daniel J. *See* Deeter-Schmelz, Dawn R.

Goebel, Daniel J. *See* Hunter, Gary L.

Gopalakrishna, Srinath. *See* Mantrala, Murali K.

Harris, Eric G. *See* Mulki, Jay Prakash.

Hensel, James. *See* Mulki, Jay Prakash.

Hunter, Gary L., and Daniel J. Goebel (2008), "Salespersons' Information Overload: Scale Development, Validation, and Its Relationship to Salesperson Job Satisfaction and Performance," *Journal of Personal Selling & Sales Management,* 28, 1 (Winter), 21–35.

Jaramillo, Fernando. *See* Mulki, Jay Prakash.

Jaramillo, Fernando, and Jay Prakash Mulki (2008), "Sales Effort: The Intertwined Roles of the Leader, Customers, and the Salesperson," *Journal of Personal Selling & Sales Management,* 28, 1 (Winter), 37–51.

Johnston, Wesley. *See* Wood, John Andy.

Jones, Eli. *See* Fu, Frank Q.

Joseph, Kissan. *See* Mantrala, Murali K.

Kennedy, Karen Norman. *See* Deeter-Schmelz, Dawn R.

Kraft, Frederic B. *See* Porter, Stephen S.

Lassk, Felicia G. *See* Mulki, Jay Prakash.

Lewin, Jeffrey E., and Jeffrey K. Sager (2008), "Salesperson Burnout: A Test of the Coping-Mediational Model of Social Support," *Journal of Personal Selling & Sales Management,* 28, 3 (Summer), 233–246.

Locander, William B. *See* Mulki, Jay Prakash.

Lorimer, Sally E. *See* Zoltners, Andris A.

Loveland, Katherine E. *See* Amyx, Douglas.

Madhavaram, Sreedhar. *See* Badrinarayanan, Vishag.

Mantrala, Murali K., Sönke Albers, Srinath Gopalakrishna, and Kissan Joseph (2008), "Introduction: Special Issue on Enhancing Sales Force Productivity," *Journal of Personal Selling & Sales Management,* 28, 2 (Spring), 109–113.

Marshall, Greg W. *See* Mulki, Jay Prakash.

Moncrief, William C. *See* Carter, Robert E.

Moutot, Jean-Michel, and Ganaël Bascoul (2008), "Effects of Sales Force Automation Use on Sales Force Activities and Customer Relationship Management Processes," *Journal of Personal Selling & Sales Management,* 28, 2 (Spring), 167–184.

Mulki, Jay Prakash. *See* Jaramillo, Fernando.

Mulki, Jay Prakash, Felicia G. Lassk, and Fernando Jaramillo (2008), "The Effect of Self-Efficacy on Salesperson Work Overload and Pay Satisfaction," *Journal of Personal Selling & Sales Management,* 28, 3 (Summer), 285–297.

Mulki, Jay Prakash, William B. Locander, Greg W. Marshall, Eric G. Harris, and James Hensel (2008), "Workplace Isolation, Salesperson Commitment, and Job Performance," *Journal of Personal Selling & Sales Management,* 28, 1 (Winter), 67–78.

Journal of Personal Selling & Sales Management, vol. XXVIII, no. 4 (fall 2008), pp. 445–446.

© 2008 PSE National Educational Foundation. All rights reserved.

ISSN 0885-3134 / 2008 $9.50 + 0.00

Noble, Charles H. (2008), "The Influence of Job Security on Field Sales Manager Satisfaction: Exploring Frontline Tensions," *Journal of Personal Selling & Sales Management,* 28, 3 (Summer), 247–261.

Onyemah, Vincent (2008), "Role Ambiguity, Role Conflict, and Performance: Empirical Evidence of an Inverted-U Relationship," *Journal of Personal Selling & Sales Management,* 28, 3 (Summer), 299–313.

Panagopoulos, Nikolaos G., and George J. Avlonitis (2008), "Sales Force Control Systems: A Review of Measurement Practices and Proposed Scale Refinements," *Journal of Personal Selling & Sales Management,* 28, 4 (Fall), 365–385.

Plouffe, Christopher R., Brian C. Williams, and Trent Wachner (2008), "Navigating Difficult Waters: Publishing Trends and Scholarship in Sales Research," *Journal of Personal Selling & Sales Management,* 28, 1 (Winter), 79–92.

Porter, Stephen S., Cindy Claycomb, and Frederic B. Kraft (2008), "Salesperson Wellness Lifestyle: A Measurement Perspective," *Journal of Personal Selling & Sales Management,* 28, 1 (Winter), 53–66.

Rapp, Adam, Raj Agnihotri, and Lukas P. Forbes (2008), "The Sales Force Technology–Performance Chain: The Role of Adaptive Selling and Effort," *Journal of Personal Selling & Sales Management,* 28, 4 (Fall), 335–350.

Sager, Jeffrey K. *See* Lewin, Jeffrey E.

Sharma, Dheeraj. *See* Amyx, Douglas.

Sinha, Prabhakant. *See* Zoltners, Andris A.

Skiera, Bernd, and Sönke Albers (2008), "Prioritizing Sales Force Decision Areas for Productivity Improvements Using a Core Sales Response Function," *Journal of Personal Selling & Sales Management,* 28, 2 (Spring), 145–154.

Tietje, Brian C. *See* Barber, Clifford S.

Vinhas, Alberto Sa, and Erin Anderson (2008), "The Antecedents of Double Compensation in Concurrent Channel Systems in Business-to-Business Markets," *Journal of Personal Selling & Sales Management,* 28, 2 (Spring), 133–144.

Wachner, Trent. *See* Plouffe, Christopher R.

Williams, Brian C. *See* Plouffe, Christopher R.

Wood, John Andy, James S. Boles, Wesley Johnston, and Danny Bellenger (2008), "Buyers' Trust of the Salesperson: An Item-Level Meta-Analysis," *Journal of Personal Selling & Sales Management,* 28, 3 (Summer), 263–283.

Zoltners, Andris A., Prabhakant Sinha, and Sally E. Lorimer (2008), "Sales Force Effectiveness: A Framework for Researchers and Practitioners," *Journal of Personal Selling & Sales Management,* 28, 2 (Spring), 115–131.